

Message Text

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ACTION PM-05

INFO OCT-01 EUR-12 ISO-00 SSO-00 NSCE-00 INRE-00
NSC-05 SP-02 SS-15 L-03 CIAE-00 INR-07 NSAE-00
ACDA-12 TRSE-00 MCE-00 /062 W
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O 131905Z JAN 78
FM AMEMBASSY BRUSSELS
TO SECSTATE WASHDC IMMEDIATE 4264
SECDEF WASHDC IMMEDIATE
USNMR SHAPE IMMEDIATE
USMISSION USNATO IMMEDIATE
USCINCEUR VAIHINGEN GER IMMEDIATE

C O N F I D E N T I A L SECTION 01 OF 02 BRUSSELS 00799

SECDEF FOR DSAA/ISA-EUR REGION/USDR&E-CAP

E.O. 11652: GDS
TAGS: MARR, MPOL, NATO, BE
SUBJECT: BELGIAN HAWK (U)

REF: SECDEF 5499 122322Z JAN 78

1. U.S. TEAM MET WITH GOB REPS FOR FOUR HOURS JANUARY 13
AND PRESENTED POINTS OUTLINED REFTEL. DETAILED DISCUSSION
FOLLOWED, WITH U.S. SIDE EMPHASIZING BACKGROUND FOR U.S.
CONCERN, AND GOB REPS REITERATING THEIR POLITICAL
CONCERNS.

2. IT IS CLEAR THAT GOB REPS UNDERSTAND U.S. SYSTEM
AND RECOGNIZE FACT THAT NO GUARANTEE IS POSSIBLE.
FOR POLITICAL REASONS THIS WAS EXTREMELY DIFFICULT FOR
CERTAIN MEMBERS OF BELGIAN DELEGATION TO ACCEPT,
PARTICULARLY REPS OF MINISTRY OF ECONOMIC AFFAIRS.
INSISTENT DRUM ROLL IN BELGIAN SOCIALIST PRESS AGAINST
ACCEPTING I-HAWK WITHOUT FIRM SUBSTANTIVE AGREEMENT ON
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EQUALIZATION HAS CONTINUED THROUGHOUT, INCLUDING STRONG
ARTICLE TO THIS EFFECT IN JANUARY 12 LE PEUPLE, SOCIALIST
FRENCH-LANGUAGE PARTY DAILY. BOTH MINISTER OF ECONOMIC
AFFAIRS AND MINISTER OF FOREIGN AFFAIRS ARE SOCIALISTS.

3. FOR THIS REASON, GOB HAS EXPRESSED EXTREME SENSITIVITY
OVER THE APPEARANCE OF CERTAIN WORDS AND PHRASES, AS

OPPOSED TO THEIR CONTENT. THEY MUST AVOID LANGUAGE WHICH CAN BE DISTORTED OUT OF CONTEXT BY INTERNAL POLITICAL OPPONENTS OF I-HAWK PROGRAM.

4. GOB REPS WERE THEREFORE VERY CONCERNED AT TWO OF THE CHANGES PROPOSED IN REFTEL. DESPITE EMPHASIS BY U.S. CONFIDENTIAL

SIDE THAT FURTHER CHANGES WERE TO BE AVOIDED IF AT ALL POSSIBLE, GOB SIDE URGENTLY REQUESTED U.S. REPS TO SEEK TO DETERMINE WHETHER PHRASING IN TWO PLACES COULD POSSIBLY BE FURTHER AMENDED. GOB SIDE MADE IT CLEAR THAT THEY COULD NOT ACCEPT OUR WORDING ON THESE POINTS AND STRONGLY AND REPEATEDLY TOLD US THAT MINISTERIAL LEVEL GOB ACCEPTANCE COULD NOT BE OBTAINED UNLESS SOME CHANGES COULD BE ACCEPTED.

5. SPECIFIC SUBSTANTIVE REVISIONS PROPOSED BY GOB ARE AS FOLLOWS:

A) PARAGRAPH 2: REPLACE "FACILITATE" IN FIRST SENTENCE WITH "ESTABLISH", AND DELETE ADDITIONAL NEW PENULTIMATE SENTENCE REQUESTED BY U.S. PER PARA 1(A) REFTEL. FULL REVISED TEXT OF PARA 2 WOULD THEN READ AS FOLLOWS:

THE OBJECTIVE OF THIS MEMORANDUM OF UNDERSTANDING (MOU) CONFIDENTIAL

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IS TO ESTABLISH THROUGH THE WAIVING OF BUY AMERICAN AND OTHER U.S. PRICE DIFFERENTIALS ON DEFENSE PURCHASES, AND OTHER MEASURES AS SET FORTH IN THIS MOU, A FLOW OF DEFENSE EQUIPMENTS AND SERVICES AT AN APPROPRIATE TECHNOLOGY LEVEL, FROM BELGIUM TO THE U.S. (INCLUDING U.S. FORCES IN EUROPE) IN AN AMOUNT EQUAL TO THE NET DOLLAR AMOUNT FLOWING TO THE U.S. AS A RESULT OF THE PURCHASE BY THE BELGIAN GOVERNMENT OF THE MISSILE SYSTEM, SUPPORTING EQUIPMENT AND SERVICES SET OUT IN PARAGRAPH 1 . TO THIS END, THE U.S. AND BELGIAN GOVERNMENTS WILL UNDER-TAKE THOSE ACTIONS SET FORTH BELOW.

B) PARA 11 - REVISE CONCLUSION OF NEW SECOND SENTENCE PROPOSED PER PARA 1C REFTEL TO READ "WILL INCREASE PROGRESSIVELY OVER THE PERIOD" VICE "UNDOUBTEDLY WILL BE LOWER IN THE EARLY YEARS."

6. GOB REPS UNDERSTAND AND ACCEPT LANGUAGE IN SECDEF LETTER OF 3 DECEMBER 1977. THE PROBLEM IS ENTIRELY ONE OF WANTING TO AVOID HAVING IT SPECIFICALLY IDENTIFIED FOR PUBLIC CONSUMPTION BY PLACING IT IN MOU. FOR SAME REASON, USE OF WORD "FACILITATE" GIVES BELGIANS SERIOUS

PROBLEMS. THEY FULLY RECOGNIZE THAT ALL THE U.S. CAN DO IS TO REMOVE CERTAIN OBSTACLES TO FOREIGN BIDDING, AND THIS IS ACCEPTED. U.S. TEAM HAS EMPHASIZED THAT PURPOSE OF THIS U.S. PROPOSAL IS TO ESTABLISH THE BASIS FOR DOING JUST THAT, IN OTHER WORDS TO "FACILITATE" THE OBTAINING OF A FLOW IN THE STATED AMOUNT. GOB REPS INSIST THEY NEED TO HAVE TEXT WHICH SHOWS THAT BROADER PURPOSE OF AGREEMENT IS ULTIMATELY TO ATTAIN THE

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EQUALIZATION GOAL. THEY CLAIM THIS IS ESSENTIAL IN ORDER TO HAVE AGREEMENT BE ACCEPTED POLITICALLY. THUS THE MANEUVERING TO PRESERVE THE WORD "ACHIEVE" IN PARA 2.

7. SIMILARLY THEY APPEAR TO UNDERSTAND AND ACCEPT FACT THAT IT WILL TAKE TIME TO DEVELOP IMPLEMENTING PROCEDURES, QUALIFY BELGIAN SOURCES AND BEGIN THE PROCESS OF ISSUING RFP'S/IFB'S BEFORE CONTRACTS ARE ACTUALLY OBTAINED. NEVERTHELESS, THEY WOULD PREFER TO PHRASE THE QUALIFICATION CONCERNING THE NECESSARY "LEARNING CURVE" FOR THEIR INDUSTRY TO BECOME FAMILIAR WITH U.S. SYSTEM IN A POSITIVE RATHER THAN NEGATIVE WAY FOR PUBLIC CONSUMPTION PURPOSES. HENCE THE CHANGE TO THE SECOND SENTENCE PARA 11.

8. IN ADDITION TO THE ABOVE, THERE ARE TWO MINOR CHANGES WHICH IT WAS FELT WOULD IMPROVE THE ENGLISH CONSTRUCTION

OF THE MOU LANGUAGE, AS FOLLOWS:

A) PARA 4 - REVISE FINAL WORD TO READ "BELOW" VICE
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"HEREINAFTER." REASON: CONSISTENCY WITH USAGE
ELSEWHERE IN MOU.

B) PARA 11 - REVISE CONCLUDING PHRASE OF NEW FINAL
SENTENCE PROPOSED PARA 1C REFTEL TO READ "WILL BE
APPLIED TO ANY OUTSTANDING SHORTFALL AGAINST
THE OBJECTIVE OF THIS MOU." REASON: CLEARER ENGLISH
STATEMENT OF INTENT OF THIS PART OF SENTENCE.

9. GOB REPRESENTATIVES HAVE REQUESTED MEETING 0900
SATURDAY MORNING. REQUEST ADVISE ACCEPTABILITY OF ABOVE
CHANGES PRIOR TO THAT TIME IF POSSIBLE. CHAMBERS

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TAGS: MARR, MPOL, BE, NATO
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